

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 SSO-00 NSCE-00 INRE-00 USIE-00 CIAE-00

DODE-00 PM-04 H-01 INR-07 L-03 NSAE-00 NSC-05 PA-01

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TRSE-00 XMB-02 OPIC-03 LAB-04 SIL-01 OMB-01 IGA-02

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O R 150150Z MAR 77

FM AMEMBASSY QUITO

TO SECSTATE WASHDC IMMEDIATE 3534

INFO AMCONSUL GUAYAQUIL

S E C R E T SECTION 1 OF 2 QUITO 1702

FOR ALLITTO ARA/AND/E

E.O. 11652: GDS

TAGS: PFOR, MASS, SHUM, PLOS, EFIS, EINV, EC

SUBJECT: CALL OF ECUADOREAN UNDERSECRETARY FOR FOREIGN AFFAIRS

AYALA ON THE DEPUTY SECRETARY, MARCH 23.

REF: A) QUITO 1132; B) STATE 52730; C) QUITO 1222;

D) QUITO 1408

1. THE FOLLOWING IS PROVIDED FOR THE USE OF ARA/AND/E IN PREPARING FOR THE CALL OF ECUADOREAN UNDER SECRETARY FOR FOREIGN AFFAIRS, JOSE AYALA LASSO, ON THE DEPUTY SECRETARY ON MARCH 23. THE EMBASSY MUCH APPRECIATES THE DEPARTMENTS COOPERATION TO RECEIVE LASSO AND VICE ADMIRAL RENAN OLMEDO GONZALEZ, WHO WILL BE ACCOMPANYING HIM. FOLLOWING ARE SOME POINTS WHICH AYALA AND OLMEDO MAY RAISE, OR WHICH THE DEPUTY SECRETARY AND OTHER DEPARTMENTAL OFFICIALS MAY WISH TO DISCUSS.

2. CHECKLIST

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-- INSTABILITY IN ANDEAN SUBREGION AND US-ECUADORIAN MILITARY TO MILITARY RELATIONS - ASSURE THAT USG SHARES GOE CONCERN ABOUT ARMS IMBALANCE, EXPLAIN THAT USG DENIAL ON KFIR BASED ON POLICY OF NOT INTRODUCING HIGHLY SOPHISTICATED AND COSTLY ARMS IN LATIN AMERICA, AND AFFIRM THAT USG TRYING TO BE SENSITIVE AND ATTENTIVE TO GOE'S DEFENSE NEEDS, WITHIN LIMITS OF OUR RESOURCES AND POLICIES ON LIMITING ARMS TRANSFERS.

-- FISHING DISPUTE AND LOS - EXPRESS PLEASURE THAT WE HAVE HAD NO FISHING PROBLEMS THUS FAR THIS TUNA SEASON, AND STATE HOPES FOR AN LOS TREATY AND A REGIONAL FISHING ARRANGEMENT THAT WILL REMOVE THIS LONG-STANDING PROBLEM.

-- ECUADORIAN EXCLUSION FROM GSP - REAFFIRM THAT EXECUTIVE BRANCH WORKING TOWARD REMOVAL OF EXCLUSION.

-- GULF BUY-OUT - URGE GOE TO BRING PURCHASE AGREEMENT TO CONCLUSION.

-- DEMOCRACY AND HUMAN RIGHTS - NOTE ECUADOR'S ADMIRABLE HUMAN RIGHTS RECORD AND IS RETURNING TO A REPRESENTATIVE DEMOCRATIC FORM OF GOVERNMENT WITHIN A YEAR.

-- RECORD IN MULTILATERAL FORA - NOTE THAT ECUADOR'S RECORD ON CERTAIN KEY ISSUES (E.G., GUAM) HAS PRESENTED CERTAIN DIFFICULTIES IN FOSTERING A BETTER BILATERAL RELATIONSHIP AND EXPRESS HOPE THAT OUR POSITIONS WILL CONVERGE MORE IN THE COMING YEAR.

3. SETTING

GOE'S OBJECTIVES ARE: (1) TO DISCUSS AT HIGH LEVELS GOE CONCERN ABOUT PERU, (2) GAIN GREATER RECEPTIVITY TO GOE REQUESTS FOR HELP IN IMPROVING ECUADORIAN DEFENSIVE CAPACITY, (3) TO ASK FOR USG UNDERSTANDING ON MATTERS CONSIDERED OF VITAL IMPORTANCE TO ECUADOR'S SECURITY AND DEVELOPMENT, AND (4) DEMON-
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STRATE TO PERU THAT ECUADORIAN RELATIONS WITH US ARE GOOD IN SPITE OF KFIR VETO SO THAT GOE CAN EMPLOY THE IMAGE OF ASSOCIATION WITH US AS A PSYCHOLOGICAL DETERRENT TO PERUVIAN AGRESSION.

OUR OBJECTIVES ARE: (1) TO ASSURE GOE OF USG UNDERSTANDING AND THAT WE VALUE CLOSE AND COOPERATIVE RELATIONS, (2) TO ASSURE THAT WE SHARE CONCERNS ABOUT ANDEAN INSTABILITY, AND THAT WE ARE ATTENTIVE TO GOE SECURITY NEEDS, (3) TO ASSURE THAT USG IS SEEKING TO RESOLVE SPECIFIC IRRITANTS IN USG-ECUADORIAN RELATIONS, (4) TO URGE GOE TO CONSUMATE BUY-OUT AGREEMENT WITH GULF.

4. BACKGROUND/ANALYSIS

THE ECUADORIAN ARMED FORCES, WHO CONTROL THE GOE, GENERATED THIS VISIT BECAUSE OF THEIR GREAT CONCERN OVER WHAT THEY PERCEIVE AS AN IMMEDIATE THREAT FROM PERU'S ARMS BUILD-UP AND THE LACK OF ECUADOR'S ABILITY TO DEFEND ITSELF. OUR DENIAL TO ISRAEL

TO SELL ECUADOR KFIR INTERCEPTORS TO DEFEND AGAINST SU-22'S PROVIDED PERU BY THE SOVIETS PROVOKED A CRISIS WITHIN THE GOE OVER US-ECUADORIAN RELATIONS AND ECUADOR'S NATIONAL SECURITY. FEELING BETRAYED AND BEWILDERED, THE GOE NEVERTHELESS DECIDED IT MUST CONTINUE COOPERATIVE AND GOOD RELATIONS WITH US WITH HOPES FOR USG MATERIAL AND SYMBOLIC HELP IN ORDER TO MAINTAIN STABILITY IN REGION AND PREVENT PERUVIAN AGGRESSION. ECUADORIAN MILITARY WISHES TO EXPLAIN ITS POSITION TO THOSE MAKING POLICIES GOVERNING MILITARY-TO-MILITARY RELATIONS, AND REALIZES IT MUST MAKE CASE TO DEPARTMENT OF STATE AS WELL AS TO DEFENSE. AMBASSADOR AND CHARGE HAVE MADE CLEAR DEPARTMENT WILL NOT REVERSE KFIR DECISION AND DOES NOT WISH VISIT TO FOCUS EXCLUSIVELY ON SPECIFIC ECUADORIAN DEFENSE REQUIREMENTS.

DESPITE ACTIONS PERCEIVED BY ECUADORIANS AS USG REPRISALS FOR ECUADOR'S MEMBERSHIP IN OPEC, ITS RELUCTANCE TO SUPPORT US CONSISTENTLY IN INTERNATIONAL FORA, AND ITS DIFFERING POSITION
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ON THE LOS TERRITORIAL SEA CONCEPT (WHICH CAUSES OUR LONG-STANDING FISHING DISPUTE), RELATIONS BETWEEN OUR TWO COUNTRIES HAVE BEEN IMPROVING SINCE 1974 WHEN OUR MILITARY ASSISTANCE PROGRAM AND FMS WERE RESTORED AFTER A HIATUS OF THREE YEARS. THE AVOIDANCE OF ECUADORIAN SEIZURES OF OUR TUNA BOATS LAST FISHING SEASON AND THUS FAR THIS YEAR, AS WELL AS WHAT POINTS TO AN AMICABLE BUY-OUT OF GULF, ARE MANIFESTATIONS OF THIS.

THE MILITARY JUNTA THAT REPLACED RODRIGUEZ LARA IN JANUARY 1976 HAS BEEN PARTICULARLY WELL DISPOSED TO THE US. THE JUNTA IS EFFECTIVELY CARRYING OUT A PROGRAM WHICH WILL RETURN ECUADOR TO CIVILIAN, DEMOCRATIC AND CONSTITUTIONAL GOVERNMENT BY EARLY 1978. ECUADOR HAS A FREE PRESS AND NO HUMAN RIGHTS PROBLEMS.

OUR PRIMARY CONCERNS IN ECUADOR ARE TO COOPERATE WITH THE GOE IN WAYS THAT WILL HELP TO MAINTAIN PEACE IN THE ANDEAN REGION, PROTECT US INVESTMENT IN THE PETROLEUM INDUSTRY (TEXACO WILL REMAIN HERE AFTER THE GULF BUY-OUT), TO ACHIEVE A REGIONAL FISHING ARRANGEMENT THAT WOULD RESOLVE OUR LONG-STANDING FISHING DISPUTE, TO PROMOTE US TRADE AND INVESTMENT, TO ENCOURAGE ECUADOR TO DIVORCE ITSELF FROM A CONSISTENT THIRD WORLD POSITION IN INTERNATIONAL FORA, AND QUIETLY TO ENCOURAGE ECUADOR IN ITS RETURN TO CIVILIAN, CONSTITUTIONAL, DEMOCRATIC GOVERNMENT.

ALTHOUGH THERE HAS BEEN A NOTABLE SHIFT IN ECUADORIAN ATTITUDES TOWARDS THE US OVER THE PAST YEAR WHICH HAS LED THE GOE TO TAKE A MORE POSITIVE APPROACH TOWARD ALL OF THESE ISSUES, ITS RELATIVELY POOR RECORD OF SUPPORT FOR THE US IN INTERNATIONAL FORA IS A MANIFESTATION OF A DIVERGENCE ON BASIC FOREIGN POLICY ATTITUDES BETWEEN THE MILITARY AND MOST POLITICAL LEADERS ON ONE HAND WHO EMPHASIZE A PRO-WEST APPROACH, AND THE TRADITIONALLY

RATHER AUTONOMOUS FOREIGN MINISTRY WHICH STRESSES A PRO-SOUTH POSITION IN THE NORTH-SOUTH DIALOG.

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FM AMEMBASSY QUITO
TO SECSTATE WASHDC IMMEDIATE 3535
INFO AMCONSUL GUAYAQUIL

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FOR ALLITTO ARA/AND/E

5. ISSUES/TALKING POINTS

A. INSTABILITY IN THE ANDEAN SUBREGION AND US-ECUADORIAN MILITARY TO MILITARY RELATIONS

ECUADORIAN POSITION. GOE FEARS ABOUT PERU ARE BASED ON: 1941 WAR IN WHICH ECUADOR LOST TERRITORY, THE PERUVIAN ARMS BUILD-UP, AND SUSPICION THAT PERU'S AILING ECONOMY AND DISAPPOINTING PETROLEUM FINDS CAUSE THEM TO COVET ECUADORIAN OIL FIELDS. GOE, ESPECIALLY THE MILITARY COMPONENT, ALSO WORRY ABOUT INCREASING SOVIET INFLUENCE IN PERU. ADMIRAL OLMEDO WILL WANT TO OUTLINE CONCERN AND MAY EXPRESS PUZZLEMENT AT WHAT HE SEES AS US PERMITTING USSR TO ESTABLISH WHAT HE CONSIDERS A SOVIET BEACH-HEAD ON THE SOUTH AMERICAN CONTINENT, WHILE SHOWING INDIFFERENCE TO A COUNTRY WHICH IS THREATENED BY THIS PRESENCE. GOE IS AWARE OF USG CUT IN PERU'S FY-77 FMS CREDITS, AND APPRECIATES MODEST INCREASE IN ECUADOR'S. BUT IT RESENTS MASSIVE LOANS TO PERU FROM US BANKS WHICH IT BELIEVES HAVE ALLOWED PERU TO CONTINUE ITS ARMS BUYING BINGE, IS DISTURBED BY OTHER SIGNS THAT US IS TILTING TOWARD PERU, AND WAS SHOCKED BY OUR TURNDOWN
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OF KFIR. ECUADORIAN MILITARY AS A WHOLE NEVERTHELESS STILL PREFERS US EQUIPMENT AND TRAINING. BECAUSE OF FEAR OF PERU MILITARY IS ANXIOUS TO ACQUIRE USG COMMITMENT TO HELP WITH PERCEIVED EQUIPMENT NEEDS. ARMED FORCES CURRENTLY WANT FROM THE US: "HOT SHIP" TRANSFER OF TWO DESTROYERS (PROMISED BY 2 CNO'S OF USN), AN AIR CONTROL SYSTEM (RAYTHEON BIDDING), FIGHTER PLANES (WOULD LIKE F-4'S, MIGHT ASK PACKAGE OF F-5'S AND A-10'S, AND MIGHT BE SATISFIED WITH F-5E'S ONLY IF LEADTIME WERE IMPROVED FROM PRESENT 24 MONTHS TO 12 TO 18 MONTHS), I-HAWK MISSILES, AND EQUIPMENT FOR GROUND FORCES. GOE WILL TURN TO OTHER WESTERN NATIONS, AND, AS A LAST RESORT, TO USSR, IF USG CANNOT BE FORTHCOMING. GOE MAY ALSO EXPRESS CONCERN THAT ASIDE FROM THE INHERENT UTILITY OF THE EQUIPMENT ITSELF, US LACK OF COOPERATION MIGHT SEND THE WRONG KIND OF SIGNALS TO PERU AND FURTHER INCREASE THE RISK OF PERUVIAN ADVENTURISM. (AYALA AND OLMEDO MAY NOT MENTION SPECIFIC MILITARY NEEDS, SINCE THEY HAVE BEEN ADVISED USG DOES NOT EXPECT TO FOCUS ON PENDING REQUESTS).

YOUR TALKING POINTS:

-- THE ADMINISTRATION IS CONTINUING ITS LONGSTANDING POLICY OF RESTRAINT ON INTRODUCING THE MOST SOPHISTICATED WEAPONS, INCLUDING ADVANCED FIGHTER AIRCRAFT SUCH AS THE KFIR, TO LATIN AMERICA. (DO NOT RPT DO NOT INCLUDE STANDARD QUESTION OF "HAS ECUADOR EXPRESSED ITS CONCERN DIRECTLY TO PERU?" SINCE THIS WILL APPEAR TO THEM AS FACETIOUS AND UNSYMPATHETIC. FOR THE RECORD, THEY HAVE EXPRESSED SUCH VIEWS AND HAVE RECEIVED UNSATISFACTORY RESPONSES).

-- ASSURE GOE THAT USG SHARES CONCERN OF ANDEAN ARMS IMBALANCE AND THAT WITHIN LIMITATIONS OF GENERAL USG POLICY AND RESOURCES, THAT WE ARE STUDYING THE SITUATION VERY CAREFULLY, AND THAT WE WILL TRY TO BE RESPONSIVE TO ECUADOR*

B. FISHING DISPUTE AND LOS

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ECUADORIAN POSITION. AYALA AND OTHERS IN GOE WOULD LIKE A REGIONAL FISHING AGREEMENT TO RESOLVE OUR FISHING DISPUTE BUT THE MATTER IS EXTREMELY SENSITIVE POLITICALLY IN ECUADOR. GOE WILL CONTINUE TO DEFEND 200 MILE TERRITORIAL SEA CONCEPT BUT IS SLOWLY PREPARING PUBLIC FOR ACCEPTANCE OF ECONOMIC ZONE CONCEPT IF LOS TREATY ACHIEVED. MFA WOULD LIKE US TEAM TO VISIT QUITO FOR CONSULTATIONS PRIOR TO LOS NEGOTIATING SESSION IN NEW YORK IN MAY, OSTENSIBLY TO DISCUSS ARTICLE 53, BUT PRIMARILY TO MOVE TOWARD CONSENSUS ON EVENTUAL REGIONAL AGREEMENT.

YOUR TALKING POINTS:

-- WE ARE GLAD GOE AND USG UNILATERAL ACTIONS HAVE AVOIDED SEIZURES LAST SEASON AND THUS FAR THIS ONE.

-- WE HOPE NATIONS OF EASTERN PACIFIC FISHING REGION CAN MOVE TO AN AGREEMENT THAT WOULD PREVENT CHANCES OF FUTURE SEIZURES AND CONSERVE TUNA SPECIES.

-- WE WOULD LIKE TO SEND CONSULTATIVE LOS TEAM TO ECUADOR PRIOR TO NEW YORK LOS SESSION, WITH UNDERSTANDING USG WILL NOT CHANGE POSITION ON DRAFT ARTICLE 53 BUT TO DISCUSS LOS MATTERS IN GENERAL AND A REGIONAL FISHING ARRANGEMENT.

-- WE APPRECIATE GOE'S DEDICATION TO COMPREHENSIVE LOS TREATY, AND USG IS ALSO COMMITTED TO SUCCESSFUL NEGOTIATION.

C. ECUADORIAN EXCLUSION FROM GSP TO US TRADE LAW -

ECUADORIAN POSITION. ECUADOR, ONE OF THE SMALLEST OIL PRODUCERS AND POOREST OF OPEC MEMBERS, REMAINS IN OPEC TO SUPPORT A HIGH PRICE FOR AND TO OBTAIN MARKETING INFORMATION ON PETROLEUM, WHICH PROVIDES NEEDED INCOME FOR ECUADOR'S DEVELOPMENT. ECUADOR DID NOT EMBARGO OIL EXPORTS IN 1973. GOE IS TIRING OF REPEATED ASSURANCES BY EXECUTIVE FOR PAST THREE YEARS THAT LAW WOULD BE CHANGED. GOE MUST DEAL WITH WHOLE USG AND INSISTS
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THAT USG DISCRIMINATORY TREATMENT OF DEVELOPING AND FRIENDLY LATIN AMERICAN COUNTRIES SHOULD CEASE.

YOUR TALKING POINTS

-- THIS ADMINISTRATION HAS ALREADY MADE KNOWN ITS INTENT TO ATTAIN AMENDMENT TO THE US TRADE LAW AND IS SUPPORTING SENATOR BENTSEN AND CONGRESSMAN LONG'S EFFORTS TO THE END.

D. GULF BUY-OUT

ECUADORIAN POSITION. WILL NOT RAISE UNLESS FURTHER PROGRESS HAS BEEN MADE. IF DEPUTY SECRETARY RAISES, AYALA WILL TRY TO ASSURE THAT PROGRESS BEING MADE TO CONSUMATE DEAL.

YOUR TALKING POINTS

-- WE GREATLY APPRECIATE GOE'S BASIC POLICY OF AVOIDING CONFRONTATION ON THIS ISSUE AND NEGOTIATING A MUTUALLY SATISFACTORY SETTLEMENT WITH GULF.

-- BUT SIGNING OF AGREEMENT HAS BEEN PENDING SINCE FIRST WEEK OF JANUARY BECAUSE OF INACTION BY GOE AND GULF AND USG BECOMING IMPATIENT.

-- URGE GOE TO CONSUMMATE AGREED UPON ARRANGEMENTS RAPIDLY TO AVOID DEAL BECOMING UNRAVELED WITH POSSIBLE ADVERSE CONSEQUENCES FOR OUR BILATERAL RELATIONS.

E. ECUADOR ROLE IN MULTILATERAL FORA

ECUADORIAN POSITION IF RAISED, WILL STRESS IMPORTANCE OF VIABLE INTERNATIONAL ORGANIZATIONS.

YOUR TALKING POINTS

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-- WE REALIZE THAT DESPITE THE FRIENDLIEST OF RELATIONS, TWO SIMILAR THINKING COUNTRIES WILL DIVERGE FROM TIME TO TIME IN INTERNATIONAL FORA SUCH AS THE UN AND OAS OWING TO THE CONFLICT OF NATIONAL INTEREST OR ADHERENCE TO CERTAIN PRINCIPLES.

-- WE HAVE DIFFICULTY IN UNDERSTANDING, HOWEVER, ECUADOR'S CONFLICTING VOTE WITH THE US ON ISSUES WHERE THE US VITAL INTEREST IS CONCERNED, BUT WHERE WE CAN DISCERN NO SIMILAR ECUADOREAN INTEREST OR PRINCIPLE. THE VOTE ON THE STATUS OF GUAM IN THE LAST UNGA WAS AN EXAMPLE OF THIS.

-- THE WAY A COUNTRY ACTS IN INTERNATIONAL FORA IS ONE OF THE WAYS WHICH DEFINES ITS ATTITUDES TOWARD US, AND A GREATER CONVERGENCE ON ISSUES VITAL TO US PRODUCES A MUCH BETTER CLIMATE FOR BILATERAL COOPERATION.

F. HUMAN RIGHTS AND DEMOCRACY

ECUADOREAN POSITION. WHILE ECUADOR IS PROUD OF ITS HUMAN RIGHTS RECORD AND DEPLORES THE ABUSES OF SAME THROUGHOUT THE WORLD, IT IS ALSO CONCERNED ABOUT THE DANGER OF THE US APPEARING PATERNALISTIC AND INVOLVING ITSELF TOO DEEPLY IN THE INTERNAL AFFAIRS OF CERTAIN LATIN AMERICAN COUNTRIES BY ITS PRESENT POLICIES.

YOUR TALKING POINTS

-- US IS GREATLY CONCERNED WITH THE STRUGGLE FOR HUMAN RIGHTS IN THE WORLD AND ESPECIALLY IN LATIN AMERICA. FOR THAT REASON, WE ARE GRATIFIED THAT RESPECT FOR HUMAN RIGHTS IN ECUADOR HAS BEEN A MODEL FOR OTHERS TO FOLLOW.

-- US WELCOMES GOE'S PLANS TO RETURN TO A DEMOCRATIC FORM

OF GOVERNMENT BY EARLY NEXT YEAR, HOPING THAT IT WILL MEAN THE
CONTINUATION OF IMPROVED RELATIONS.

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